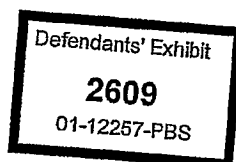


**TAB  
A**

This is OTN

John Akscin  
Director, Government Affairs  
Customer Champion



BMS/AWP/001511818  
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## OTN serves the needs of the Office Based Oncologist (OBO)

### MISSION STATEMENT

...becoming essential to the effective delivery of cancer care in the office-based market i.e. we're not *just* a distribution company

- Value-added distributor
- Focused on chemotherapy and supportive care meds
- National in scope
- Compete on service



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OTN enables OBO's to spend more time with patients by reducing inefficiencies

- Ease of ordering
- Inventory requirements
- Clinical, reimbursement, business services
- Practice specific information
- Innovative Programs
  - Lynx
  - Lynx2OTN

**MORE TIME WITH PATIENTS**



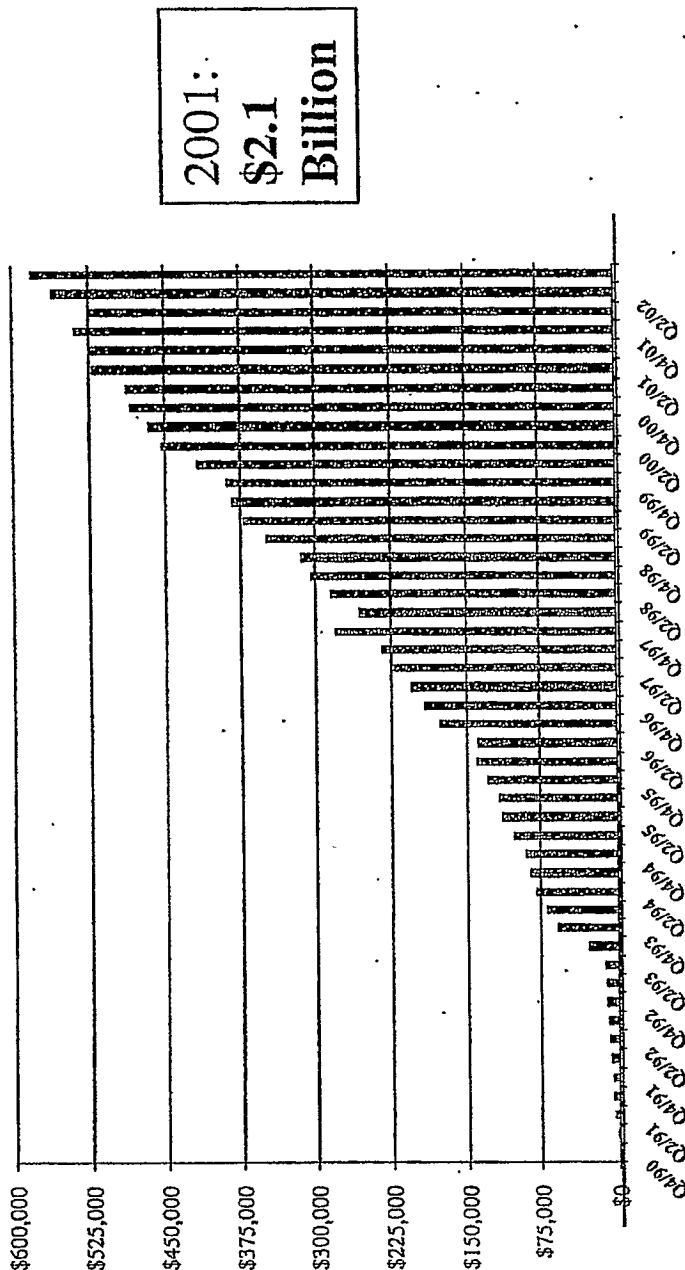
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OTN has created a strong presence in the OBO market because of its focus on service

- 2,500 + physician oncology practices nationwide
- Over \$2.0 billion in total shipments in 2001
- 40-45% market share in office-based market
- Approximately 790 Lynx sites
- 1,000+ practices have selected OTN as their prime vendor, committing 80-95% of their purchases to OTN

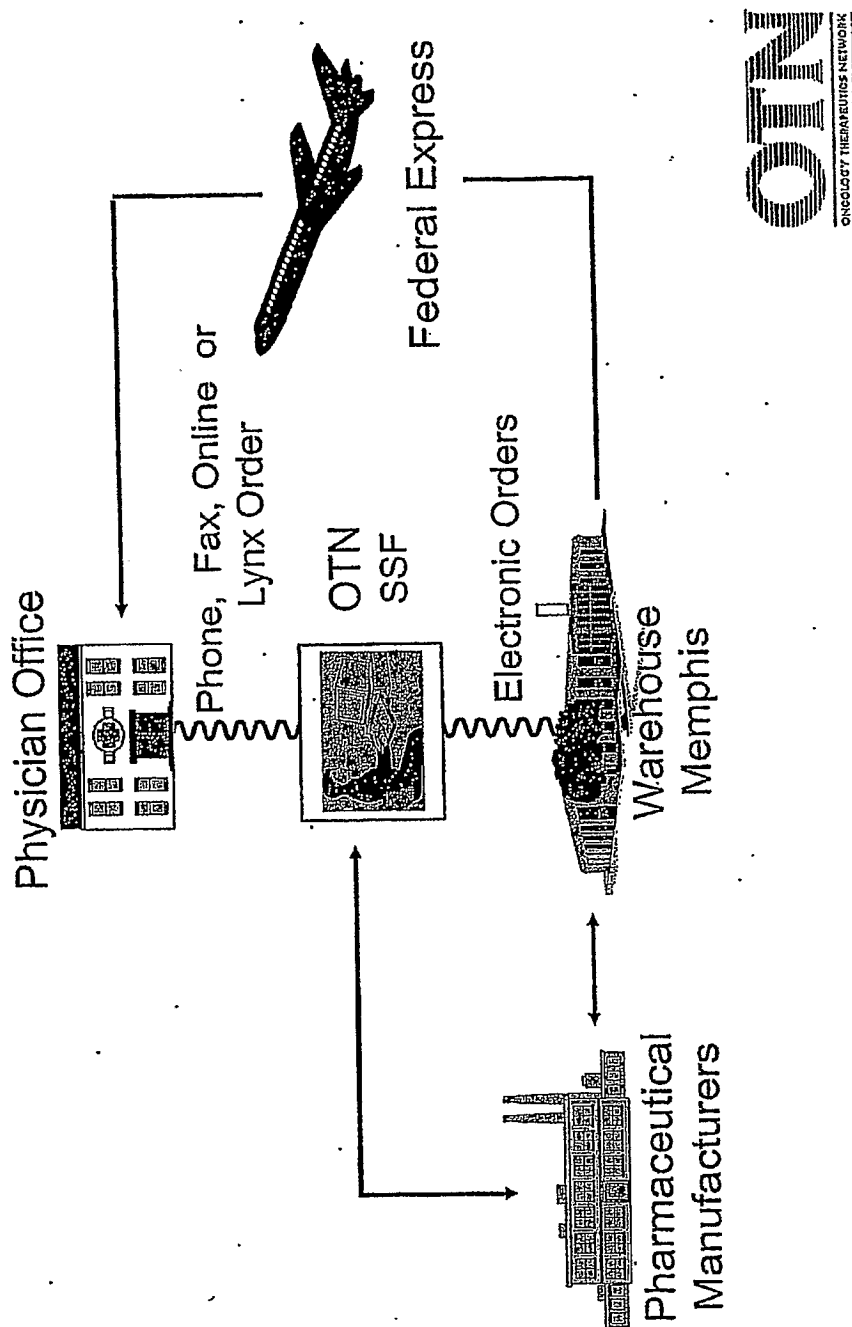


...and has had significant sales growth



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# OTN Process Flow



BMS/AWP/001511823  
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## OTN Customer Benefits

- Single source for all drug and supply needs
- Competitive pricing on all products
  - Best pricing on BMS and Novartis (Aredia) products
  - Access to MFG, GPO or Group Contract Prices
- Flexible payment-term options
  - 2% direct debit
  - 1.75% monthly direct debit
  - 1% 30, net 60 days
  - net 75 days
  - rolling terms
  - credit card at the time of order



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## OTN Customer Benefits

- Free Federal Express next-day delivery
  - delivery by 3:30 p.m. the next business day
  - priority delivery option
- Extended Ordering Hours
  - Monday through Friday, 8:30 a.m. to 8:30 p.m. ET (5:30 a.m. to 5:30 p.m. PT)
  - 24/7 through Lynx2OTN
- Inventory Management Reports
- Service Reliability



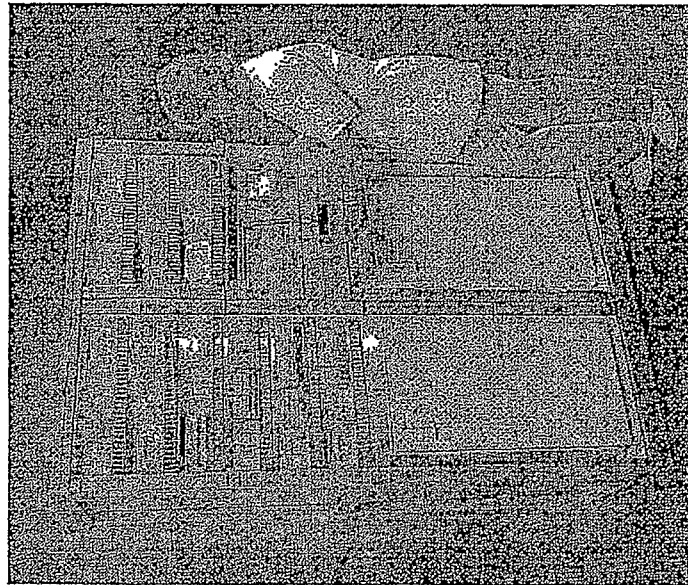
## OTN Customer Benefits

- Network News - Bi-monthly newsletter
- Reimbursement assistance support - "one-stop shop" for all MFG's products
- Clinical information - answers to FAQ's provided by Pharm.D's and RN's
- Lynx<sup>™</sup> - Automated drug dispensing system
- Lynx2OTN<sup>™</sup> - B2B Portal and CRM system



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## OTN Customer Benefits



- The Lynx System
  - An automated drug dispensing system developed specifically for community-based oncologists
  - Installed now in over 790 practices

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## Lynx Customer Benefits

- Reduces time spent compiling and placing orders and managing inventory
- Lowers inventory carrying costs and enhances practice cash flow
- Ensures capture of all billing charges
- Captures drug utilization and cost data
- Provides the opportunity to standardize practice protocols



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## OTN captures significant data through its Lynx machines

- > 790 sites now utilize the Lynx system
- Lynx captures a unique data set
  - 20% (\$) of all medications dispensed through office based oncologists
- Captures longitudinal treatment data (regimen and cycles)
- Customized analysis and reports
- Geographic benchmarking



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## What data is transmitted to OTN?

<u>Data Elements</u>	<u>Example</u>
Diagnosis (ICD-9)	174.9
Stage	Stage 3B
Birth Date (mm/dd/yyyy)	10/19/1923
Gender	F
Doctor (initials or number)	JSW
Regimen	Gem-Carbo

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## Current Online Reports

### Sales Data

- **Purchase History Report:** Shows purchases through OTN on a rolling 12 month basis.
- **AWP/Price Report:** Shows all drugs purchased from OTN in the last 3 months with current pricing, AWP and HCPCS Codes.



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## Lynx Information Services Current Online Reports

- **Analysis of Completed Regimen Report:** Describes drug costs and cost related details by regimen for Lynx patients who have begun and finished a treatment regimen within a twelve-month reporting period.
- **Total Drug Utilization Report:** Describes the drug costs and cost related details for Lynx patients by diagnosis and regimen for a given period and over time. This report is not based on completed regimens.





## Lynx Information Services Current Online Reports

- **Drug Dosing Comparison Report:** Compares drug-dosing patterns within a practice and compares a practice's patterns with the other Lynx practices in the state and in the country. This report is not based on completed regimens.
- **Drug Dosing Comparison by Diagnosis Report:** Like the Drug Dosing Comparison, this report compares dosing patterns, but for drugs used for a specified diagnosis. This report is not based on completed regimens.



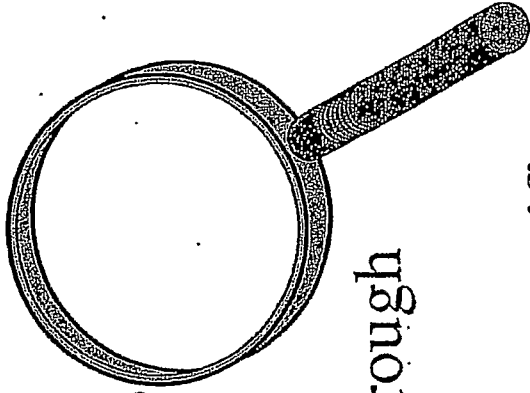
## Lynx Information Services Current Online Reports

- **Drug Dosing by Diagnosis and Regimen:**

Like the Drug Dosing Comparison and Drug Dosing Comparison by Diagnosis, this report compares dosing patterns, but for drugs used for a specified diagnosis and regimen.



# Data Capabilities



- Real-time access to sales data through Lynx2OTN
- Access to aggregated and account-specific data captured through Lynx system


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OTN-Online - Reports - Netscape  
File Edit View Go Settings Help  
http://10.128.10.10:8080/OTN-Online/Reports/

10/12/2006 10:00 AM



REPORTS  
PRACTICE MANAGEMENT | LYNX DATA | HELP



## Reports

OTN-Online contains several different types of reports. Begin by selecting one of the following choices:

---

-  **Practice Management Reports:**
  - Purchase History Report  
A report showing all purchases through OTN on a rolling 12 month basis.
  - AWP/Price Report  
A report showing all drugs purchased from OTN in the last 3 months with current pricing, AWP and HCPCS Codes.
-  **Lynx Data Reports:**
  - Analysis of Completed Regimen Report  
This report describes drug costs and cost related details by regimen for Lynx patients who have begun and finished an assigned treatment regimen (completed a protocol, stopped early, or changed regimens) within a specified twelve-month reporting period. Please note that patients who began treatment before the period of the time covered in the report are not included. Those who are continuing with an assigned regimen after the reporting period will not be included in the completed regimen report unless they have not had a two-stratum visit within the last 60 days of the reporting period.

OTN-Online - Reports - Netscape  
File Edit View Go Settings Help  
http://10.128.10.10:8080/OTN-Online/Reports/

10/12/2006 10:00 AM

REPORTS  
PRACTICE MANAGEMENT | LYNX DATA | HELP

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[illegible]



ONLINE: Purchase History Reports: Netscape									
Item	Qty	Unit	Price	Amount	Unit	Price	Amount	Unit	Price
840-500 DIPHENHYDRAMINE 50MG/ML 500MG	6		51.00	306.00					
201-180 DOCTAXEL 80MG	2		1,865.42	3,730.84					
101-020 DOXORUBICIN HCL LIPOSOME INJ. 20MG	10		1,141.90	11,419.00					
223-595 EPOETIN ALFA 20,000U, 1ML MDV	312		300	93,600.00					
801-475 FLUOROURACIL 5000MG/100ML ADRIA	5		62.00	310.00					
221-100 G-CSF(FILGRASTIM)SOL 0.3MG/ML 1ML	10		2,757.60	27,576.00					
800-902 GEMCLARINE 200MG VIAL	77		40	3,080.00					
900-200 GRANISETRON 1MG/ML VIAL 1ML	2		200.00	400.00					
220-156 INTER. ALFA 2B, SOL 3MIL/0.5ML W/SYR	6		183.36	1,099.92					

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OTN-Online AWP Report - Netscape  
 File Edit View Go Communicator Help  
 004284  
 PRACTICE MANAGEMENT LYNX DATA HELP

**AWP/Price**

AWP information is updated every month. Begin your report query\* by specifying the search criteria below.

**Select AWP Modifier**

☐ -10%  
☒ -5%  
☐ 0%  
☐ +5%  
☐ +10%  
☐ Other

Select the 'Other' option and enter in a numeric value if you wish to use an AWP modifier not listed.

\* - For optimal speed and printing results, it is recommended that you use Internet Explorer 4 or 5.

\*\* - The print version of the report may render text illegible on screen. This decreased font size has been implemented to accommodate large amounts of data. The reports will *print* legibly.

OTN-Online AWP Report - Netscape  
 File Edit View Go Communicator Help  
 004284  
 PRACTICE MANAGEMENT LYNX DATA HELP

ONCOLOGY THERAPEUTICS NETWORK

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BMS Online AWP Worksheet									
File Edit View Database Communication Help									
AWP ID	Product Name	Strength	Unit	Quantity	Unit Price	Total Price	Unit Price	Unit Price	Unit Price
00013-10566-94	ADUCIL, Injection	50 MG/ML	100 ML	12.40	30.46	30.46	30.46	30.46	30.46
00013-10566-94	ADUCIL, Injection	50 MG/ML	100 ML	12.40	30.46	30.46	30.46	30.46	30.46
00071-4402-10	BENADRYL, Injection	50 MG/ML	10 ML	8.50	9.00	9.00	9.00	9.00	9.00
00015-3063-01	BLEROXANE, Powder for Injection	30 U	1 EA	310.00	578.74	578.74	578.74	578.74	578.74
00009-7529-01	CAMPOTOSAR, Injection	20 MG/ML	5 ML	484.95	589.09	589.09	589.09	589.09	589.09
00007-3343-01	COMPazine, Injection	5 MG/ML	10 ML	31.16	38.95	38.95	38.95	38.95	38.95
00015-0539-41	CYTOXAN LYOPHILIZED, Powder for Injection	100 MG	1 EA	2.00	6.13	6.13	6.13	6.13	6.13
00008-3524-01	DEKAMETHASONE SODIUM PHOSPHATE, Injection	10 MG/ML	10 ML	1.65	4.69	4.69	4.69	4.69	4.69
17314-9500-01	DOXIL, Injection	2 MG/ML	10 ML	583.51	670.94	670.94	670.94	670.94	670.94
17314-7253-03	ETHYOL, Powder for Injection	500 MG	1 EA	313.00	368.13	368.13	368.13	368.13	368.13
00002-7502-01	GEMZAR, Powder for Injection	1 GM	1 EA	398.95	442.31	442.31	442.31	442.31	442.31

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<https://wlrp001.cdmnet.com/MFG/MFGCompletedRegimenFilter.jsp>  
**Analysis of Completed Regimen Report**

Begin your report query\* by specifying the search criteria below. Assistance with running reports can be found in the [Help](#) section.

☒ **Select Date Period**  
☐ Rolling 12 Months  
☒ All of 2001  
☐ All of 2000  
☐ All of 1999

☒ **Select Area**  
 GlaxoWellcome: National

☒ **Select Display Options**  
☒ Show All Drugs  
☒ Show Chemo Drugs  
☒ Show Anti-emetic Drugs  
☒ Show CSF Drugs  
☐ Show EPO Drugs  
☐ Show Misc Drugs  
☐ Show Top 5 Regimens  
☒ Show Top 10 Regimens  
☐ Show All Regimens  
☐ Show Print Version\*\*


☒ **Select Diagnosis**  
 Lung Cancer, Non-small Cell  
 Lung Cancer, Small Cell  
 Lymphoma, Hodgkin's  
 Lymphoma, Non-hodgkin's

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<https://wreport.dinet.com/MFG/MFGCompletedRegimenView.jsp>

## Analysis of Completed Regimen Report

Now displaying results for the following search parameters:



- ☒ (1) National
- ☐ Date of Service: 01-Jan-2001 - 31-Dec-2001
- ☐ LUNG CANCER, NON-SMALL CELL, Top 10 Regimens (out of 119)

Go to the [LUNG data legend](#) to find definitions for the report headers. Data definitions and assumptions can be found [here](#).

Click this button for a  
print friendly version.

ALL DRUGS						
REGIMEN	# OF PAT REGIMNS	REGIMN %	TOTAL VISITS	AVG VISITS	AVG LENGTH OF REGIMN	TOTAL COST
CARBO-PACLITAXEL	3959	14.8%	19,223	5.17	55 days	\$25,410,719
CARBO-PACLITAXEL WEEKLY	2162	9.6%	19,223	8.9	63 days	\$16,248,792
CE (CARBO-ETOP)	1836	8.1%	27,093	14.8	77 days	\$11,262,985
GEMCITABINE	1402	6.2%	9,425	6.7	52 days	\$7,052,878
VINORELBINE	1222	5.4%	8,964	7.3	53 days	\$3,898,125
CARBO-GEMCITABINE	1183	5.2%	10,440	8.8	67 days	\$9,678,916
DOCETAXEL	1078	4.8%	5,137	4.8	42 days	\$5,048,620
EP (CIS-ETOP)	983	4.3%	13,156	13.4	66 days	\$5,707,730
DOCETAXEL WEEKLY	880	3.9%	7,222	8.2	60 days	\$5,509,397
GEMCITABINE-VINORELBINE	751	3.3%	5,714	7.6	59 days	\$5,001,983
Total/Average	14956	66%	125,602	8.5	59 days	\$94,820,145
						\$6,382

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<https://wiprot.dhrnet.com/MFG/MFGCompletedRegimenView.jsp>

## CHEMO DRUGS

REGIMEN	# OF PAT REGIMNS	REGIMN %	TOTAL CHEMO VISITS	AVG CHEMO VISITS	TOTAL CHEMO COST (all regimns)	AVG CHEMO COST (per regimn)	AVG % CHEMO COST (per regimn)
CARBO-PACLITAXEL	3359	14.8%	11,280	3.3	\$21,274,029	\$6,838	83.7%
CARBO-PACLITAXEL WEEKLY	2162	9.6%	15,067	7	\$12,535,012	\$5,798	77.1%
CE (CARBO-ETOP)	1836	8.1%	15,812	8.6	\$5,776,717	\$3,146	51.3%
GEMCITABINE	1402	6.2%	7,011	5	\$4,889,117	\$3,487	59.3%
VINORELBINE	1222	5.4%	6,490	5.3	\$1,998,794	\$1,636	51.8%
CARBO-GEMCITABINE	1183	5.2%	6,140	5.2	\$7,017,377	\$5,992	72.5%
DOCETAXEL	1078	4.8%	2,997	2.8	\$3,920,238	\$3,637	77.6%
EP (CIS-ETOP)	983	4.3%	8,534	8.7	\$1,001,239	\$1,019	17.5%
DOCETAXEL WEEKLY	880	3.9%	5,885	6.7	\$4,139,072	\$4,702	75.1%
GEMCITABINE-VINORELBINE	751	3.3%	3,898	5.2	\$3,597,618	\$4,790	71.9%
Total/Average	14856	56%	89,064	5.6	\$66,148,203	\$4,452	59.8%

## ANTI-EMETIC DRUGS

REGIMEN	# OF PAT REGIMNS	REGIMN %	TOTAL ANTI-EMETIC VISITS	AVG ANTI-EMETIC VISITS	TOTAL ANTI-EMETIC COST (all regimns)	AVG ANTI-EMETIC COST (per regimn)	AVG % ANTI-EMETIC COST (per regimn)
CARBO-PACLITAXEL	3359	14.8%	11,026	3.3	\$919,121	\$274	3.6%
CARBO-PACLITAXEL WEEKLY	2162	9.6%	14,700	6.8	\$1,132,370	\$524	7%
CE (CARBO-ETOP)	1836	8.1%	13,384	7.3	\$1,111,550	\$605	9.9%
GEMCITABINE	1402	6.2%	6,175	4.4	\$471,336	\$336	6.7%
VINORELBINE	1222	5.4%	4,749	3.9	\$324,108	\$265	8.9%
CARBO-GEMCITABINE	1183	5.2%	5,521	4.7	\$450,885	\$381	4.7%
DOCETAXEL	1078	4.8%	2,480	2.3	\$172,558	\$160	3.4%
EP (CIS-ETOP)	983	4.3%	7,956	8.1	\$573,360	\$685	11.8%
DOCETAXEL WEEKLY	880	3.9%	4,976	5.7	\$335,402	\$381	6.1%
GEMCITABINE-VINORELBINE	751	3.3%	3,693	4.8	\$285,829	\$381	5.7%
Total/Average	14856	56%	74,600	5	\$5,876,519	\$395	6.2%

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<https://wreport.ohnet.com/MFG/MFGCompletedRegimenView.jsp>

DOCETAXEL WEEKLY	880	3.9%	4,7576	5.7	\$335,402	\$381	5.1%
GEMCITABINE-VINORELBINE	751	3.3%	3,633	4.8	\$285,823	\$381	5.7%
Total / Average	1,4856	66%	74,600	5	\$5,876,513	\$395	6.2%

#### CSF DRUGS

REGIMEN	# OF PAT REGIMNS	%	TOTAL CSF VISITS	AVG CSF VISITS	TOTAL CSF COST (all regimens)	AVG CSF COST (per regimen)	AVG % CSF COST (per regimen)
CARBO-PACITAXEL	3359	14.8%	3,509	1	\$925,253	\$246	3.2%
CARBO-PACITAXEL WEEKLY	2162	9.6%	1,369	0.6	\$327,328	\$151	2%
CE (CARBO-ETOP)	1886	8.1%	6,873	3.7	\$4,350,491	\$899	14.7%
GEMCITABINE	1402	6.2%	769	0.5	\$192,817	\$137	2.7%
VINORELBINE	1222	5.4%	1,254	1	\$801,033	\$246	7.7%
CARBO-GEMCITABINE	1183	5.2%	1,887	1.6	\$472,889	\$400	4.9%
DOCETAXEL	1078	4.8%	973	0.9	\$265,284	\$246	5.3%
EP (CIS-ETOP)	983	4.3%	2,735	2.8	\$658,511	\$670	11.5%
DOCETAXEL WEEKLY	880	3.9%	383	0.4	\$85,654	\$97	1.6%
GEMCITABINE-VINORELBINE	751	3.3%	770	1	\$181,742	\$242	3.6%
Total / Average	14856	66%	20,522	1.4	\$4,960,472	\$333	5.2%

#### Run New Completed Regimen Report

OTE - Dosing Information is not displayed in states that have fewer than 5 practices.

For Internal and Confidential Use Only

## Run New Completed Regimen Report

NOTE - Dosing Information is not displayed in states that have fewer than 5 practices.

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## Select OTN Partnerships Current and Past

- |                      |                          |
|----------------------|--------------------------|
| • Alza/US Bioscience | • Genetics Institute     |
| • Amgen              | • Hoechst Marion Roussel |
| • APP                | • Immunex                |
| • Aventis            | • Novartis               |
| • Bedford            | • Ortho Biotech          |
| • Chiron             | • Pharmacia              |
| • Eli Lilly          | • Schering               |
| • Glaxo Wellcome     | • SmithKline Beecham     |



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